

## Message Text

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53

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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R 061255Z DEC 74

FM AMEMBASSY ASUNCION

TO USDOC WASHDC

INFO SECSTATE WASHDC 3995

UNCLAS ASUNCION 5028

USDOC

E.O. 11652: N/A

TAGS: BBSR, PA

SUBJECT: WTDR - O.T.I. S.R.L. (OFICINA TECNICA INDUSTRIAL S.R.L.)

1. ADDRESS: CASILLA POSTAL 1158; AVENIDA SACRAMENTO CASI VIA FERREA, ASUNCION, PARAGUAY. CABLE: OIT, ASUNCION. PHONE: 29395. OFFICIAL: JULIO C. PALLAROLAS, MANAGER.

2. MEDIUM-SIZE FIRM ESTABLISHED 1959. EMPLOYS 60 OF WHICH 10 ARE ADMINISTRATIVE PERSONNEL, AND 4 ARE OUTSIDE SALESMAN. THE BALANCE ARE ENGAGED IN EQUIPMENT REPAIR AND MAINTENANCE AT THE FIRM'S OWN SHOP CONTIGUOUS TO THEIR OFFICES, ALSO OWNED BY O.T.I. THE THREE PARTNERS, JULIO C. PALLAROLAS, FORTUNATO SALDIVAR, AND ALDO E. TREVISAN ALSO PARTICIPATE IN THE FIRM'S SALES EFFORT. OTI SPECIALIZES IN PROVISION OF INDUSTRIAL CONSULTANCY SERVICES; THEY ARE DESIGNERS OF INDUSTRIAL PLANTS AND OFFER INSTALLATION AND SUPERVISION SERVICES. THEY ARE ALSO MANUFACTURERS AND WHOLESALERS OF FASTENERS AND ACT AS AGENT, IMPORTER, WHOLESALE AND RETAILER OF VARIOUS INDUSTRIAL EQUIPMENT AND APPARATUS. OTI ALSO SERVICES AND REPAIRS INDUSTRIAL EQUIPMENT.

3. FINANCIAL REFERENCES: BANK OF LONDON AND SOUTH AMERICA LTD., CASILLA POSTAL 696, ASUNCION, PARAGUAY. TRADE REFERENCES: LINK BELT WILSON S.A. EQUIPAMENTOS LTDA, SAO PAULO, BRAZIL.

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4. MAJOR FOREIGN FIRMS REPRESENTED: LINK BELT WILSON S.A.

EQUIPAMENTOS LIMITADA, CONVEYORS, SAND WASHING AND CLEANING EQUIPMENT, SINCE 1969; PASCAL S.A., BUENOS AIRES, ARGENTINA, HIGH VACUUM PUMPS, LIQUID METERING EQUIPMENT, SINCE 1972; S.A. LITO GONELLA E HIJO ICFI, BOILERS, STORAGE TANKS, SINCE 1973; MICHELLI SAICI, BUENOS AIRES, ARGENTINA, FILTERS, WATER TREATMENT EQUIPMENT, SINCE 1973; FORVIS S.A. BUENOS AIRES, ARGENTINA, ELECTRICAL HOISTS, SINCE 1974.

5. OTI, AS SUBJECT FIRM IS LOCALLY KNOWN, IS THE LEADING PARAGUAYAN FIRM IN THE FIELD OF INDUSTRIAL ENGINEERING. MANAGED BY THREE WELL KNOWN AND RESPECTED INDUSTRIAL ENGINEERS, ITS LISTING OF WHOLLY OR PARTIALLY COMPLETED INSTALLATIONS IS QUITE IMPRESSIVE AND INCLUDES PROJECTS CONTRACTED WITH A MAJORITY OF ACTIVE INDUSTRIES IN PARAGUAY. OTI HAS EARNED A GOOD REPUTATION IN BOTH GOVERNMENT AND PRIVATE SECTORS, IS GRADUALLY ACQUIRING ADDITIONAL REPRESENTATIONS OF FOREIGN MANUFACTURERS; AND ADVERTISES AGGRESSIVELY. ITS PROFESSIONAL, BUSINESS, AND CREDIT RECORD IS GOOD. THIS FIRM IS CONSIDERED A SUITABLE CONTACT FOR AMERICAN FIRMS.

6. DECEMBER 1974.  
BRIGGS

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## Message Attributes

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**To:** COM  
**Type:** TE  
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